



Board of Directors Meeting  
QUAIL CREEK GOLF & COUNTRY CLUB

*Date: 11/8/18*

*Present*

Barton-Lewis, Diane  
Bigbie, Andy  
Cox, Carrie  
Dollins, Mike  
Goggans, Ashley  
Morgan-Kitchen, Connie  
Nursick, Dana  
Robertson, Pat  
Tacheny, Tom  
Wormington, Theresa

*Absent*

Excused  
  
Excused  
  
  
  
  
  
  
Excused

Non-Voting members present

Harmon, Kelly  
Hutton, Megan  
Janway, Leah-Anne  
Jones, Kelli  
Lanier, Steve  
South, Jeanean

Excused

- Call to Order

Andy Bigbie called the meeting to **ORDER** at **10:04** am.

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- Approval of Minutes

Andy asked if there were any changes needed or questions from the, **October 11<sup>th</sup>, 2018 Minutes**, being none, the minutes **STAND AS DISTRIBUTED**.

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- Treasurer's Report

Pat reported on the **September 13<sup>th</sup> – October 10<sup>th</sup>, 2018 financials**.

|                    |             |                 |             |
|--------------------|-------------|-----------------|-------------|
| Beginning Balance: | \$37,168.85 | Ending Balance: | \$35,988.03 |
| Checks Written =   | \$ 2,565.36 | Deposits Made = | \$ 1,384.54 |

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- Committee Updates

**A. Awards – Kelly Harmon**

- Kelly has been working through report from National, in detail. Also, working on Dropbox with Leah-Anne.
- Emailed Connie about Leg report due 12/5- No Day at the Capital so might be hard to get the award this year. Kelly will get with Connie for further possibilities for this year.

**B. Communications / Website– Ashley Goggans**

- Ashley working on newsletter and needs content

**C. Corporate Sponsors – Megan Hutton**

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OKAHU Corporate Sponsor \$350 Corporate Sponsor Fee

| Sponsoring Company Name  | Contact Email                                      | Next Renewal Date | Contact Phone    | Renewal Letter Sent Address | Renewal Letter Sent Notes                                 | Last Paid             | Contact                                   |
|--|--|-------------------|------------------|-----------------------------|---|-----------------------|---|
| TASC   | Theresa.Wormington@tasconline.com                  | July 1, 2019      | January 29, 2018 | June 18, 2018               | Theresa 1507 Sunset Dr. Norman, OK 73069                  |                       | Wormington                                |
| Kemper Reserve National  | kjcole@kemper.com                                  | July 1, 2019      | July 1, 2019     | June 8, 2018                | June 18, 2018   | Kemp Dallas, TX 75243 | Cole                                      |
| G&A Partners (PEO)   | kjones@gnapartners.com and xrivera@gnapartners.com | July 1, 2019      | July 1, 2019     | June 18, 2018               | Kelli   |                       | Jones                                     |
| Blue Cross & Blue Shield   | jrethmeyer@bcbsok.com                              | August 8, 2019    | July 10, 2018    | August 1, 2017              | Julie 1400 S. Boston Ave, Tulsa OK 74119                  |                       | Rethmeyer Group                           |
| is renewing, awaiting check. Followed-up on payment 8/28. Julie advised check was processed to be sent out on 8/8. If we have not received, I'll reach back out. |  |                   |                  |                             |   |                       |   |
| Sue Wilson Brokerage   | connie@suewilsonbrokerage.com                      | August 1, 2019    | July 6, 2018     | August 2, 2018              | Connie 2525 N.W. Expressway, Suite 345, OKC, OK 73112     |                       | Morgan                                    |
| Vision Care Direct   | James.Ashford@visioncaredirect.com                 | August 1, 2019    | July 18, 2018    | July 18, 2018               | James 1209 S Frankfort Ave., Tulsa, OK 73069              |                       | Ashford                                   |
| Kansas City Life Insurance Company   | Rita.Rolf@KCLife.com                               | August 1, 2019    | July 20, 2018    | July 20, 2018               | Rita E. 1226 Edgewood Ln, Allen, TX 75013                 |                       | Rita E.                                   |
| Delta Dental   | lmiller@deltadentalok.org                          | September 1, 2019 | August 3, 2018   | August 28, 2018             | Lan 16 N.W. 63rd, OKC, OK 73116                           |                       | Miller                                    |
| Aetna  | johnsonb9@aetna.com                                | January 1, 2019   | January 29, 2018 | Brad Johnson                | johnsonb9@aetna.com                                       |                       | Megan to send renewal before Thanksgiving |
| One America  | shane.meye@oneamerica.com                          | January 1, 2019   | January 29, 2018 | Shane                       | 972-934-7800 12770 Coit Road, Suite 820, Dallas, TX 75251 |                       | Meyer                                     |
| Megan to send renewal before Thanksgiving  |  |                   |                  |                             |   |                       |   |
| United Healthcare  | steve_lanier@uhc.com                               | January 18, 2019  | January 29, 2018 | Steve                       | 755 Research Park, Suite 160, OKC, OK 73104               |                       | Lanier                                    |
| Megan to send renewal before Thanksgiving  |  |                   |                  |                             |   |                       |   |

Potential Sponsors:

American Public Life August 1, 2017 January 29, 2018 Laurie Crow  
Laurie.Crow@ampublic.com 405.416.8888

Ameritas March 6, 2018

Cigna January 29, 2018 Robert Richey

Health Scope Tom Bartlett tom.bartlett@healthscopebenefits.com  
405.306.5048 cell #

Leaders Life March 1, 2017 January 29, 2018

Sterling Administration August 16, 2016 March 6, 2018

Sun Life May 1, 2017 January 29, 2018 Blake Henley  
blakehenley@sunlife.com 214.326.4590

Life Secure February 18, 2018 January 29, 2018 February 8, 2017 Kristie Strauss  
kstrauss@yourlifecure.com 810-623-5015

Aliera Healthcare July 1, 2018 June 8, 2018 July 11, 2017 Ron Jones  
rjones@alierahealthcare.com 15301 Dallas Parkway, Suite 920 Addson TX 75001  
LAJ is reaching out; however we will remove from sponsors until we hear back.

OSMA / Frates August 18, 2018 July 6, 2018 August 1, 2017 Dennis Grubbs  
dgrubbs@clfrates.com 405.290.5745 13439 Broadway Extension, Suite 110, OKC, OK 73114  
Dennis asked to call him. I called and left a voicemail. Followed up via email 7/16/2018. LAJ is reaching out as she knows Dennis. Will be removing as Corp Sponsor until further notice.

Flex Plan Administrators September 18, 2018 August 2, 2018 July 17, 2017 Greg Holley  
greg@flexplanadmin.com 918.524.6321 1135 E. 33rd Place, Tulsa, OK 74105 Not  
Renewing

Taber Brokerage October 18, 2018 August 1, 2017 Zack Taber  
zack@taberbrokerage.com 405.235.4610 2537 S. Kelly Ave., Suite D Edmond, OK  
73013 8/20/2018 - Emailed renewal out - will follow up 10/1 - followed-up 11/3 - no notice of payment, asked Ashley to remove.

Colonial Baneza Richards Banezarichards@gmail.com  
6/8: Ashley sent her a follow up email. 5/31: Andy sent her Corp Sponsor info & Ann sent NAHU membership info.

Beazley Scott Long Scott.Long@Beazley.com  
8/8: Scott advised that he received the corp sponsor info and is reviewing his schedule for the rest of the quarter and will be in touch.

Paul Brouchoudpaul@mainabenefits.com 9/19:  
Reached out to Paul with Corp Sponsor info - Paul was inquiring about a National presence not a

chapter level. 11/3/2018 - Followed up with Paul to see if they have decided to be a corp sponsor for our chapter.

Principal Financial Travis Martin martin.travis@principal.com

10/19 - Sent corporate sponsor information.

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**D. Executive Director / Hospitality – Leah-Anne Janway**

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October **Attendee** results: **45** Attendees **10** Account Exec/Client Service, **17** Producers, **13** Company Reps, **3** Guests, **1** Speaker & **1** NAHU (me) for the October 11, 2018 1 Hour Medicare CE, presented by UHC Medicare Solutions & Melissa Hanes.

Checked PO box often & made October bank deposit

Computer/admin work in: Star Chapter, HootSuite, Facebook & Drop Box  
Working on a smooth process with getting menus and orders to Quail timely.

Participated in the 10/26/18 Symposium meeting.  
SPRING SEMINAR – April 11, 2019 at Quail  
Still in the beginning phase but we can advertise the DATE

CE confirmed:

TASC COBRA (Theresa)

Care ATC (Diane)

Delta Dental of OK (Steve)

Prepared and distributed the November board meeting & membership meeting agendas

Prepared for Training breakout that we're doing at 10:45 am before membership meetings

Total billable hours 18 hrs @ \$10/hr = \$180

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**E. HUPAC – Mike Dollins**

Everything has been switched over and running more smoothly.

**F. Legislative – Tom Tacheny**

**OSAHU Legislative Committee Members**

Connie Morgan Kitchen, Chair

Andrea Blevins, Tulsa Chair

Tom Tacheny, Oklahoma City Chair

Your OSAHU Legislative Committee members have been very busy this first quarter of our 2018 – 2019 Board year. Additional committee members from OKC and Tulsa have also participated.

**What have we accomplished so far, through today:**

1. MMR Lobbyist contract renewed and signed copies are in OSAHU storage. Contract is effective 9-1-18 for one year. No change in monthly \$1000 fee for their services. Seth Rott is our go to contact and is doing a great job.
2. We met with OID on 9-27-18 in OKC and Tulsa offices with Tyler Laughlin, Buddy Combs, Mike Rhoads and Rebecca Ross.
  - Short Term Medical regulation implementation effective 10-2-18

- 6 Month or less policy duration. Plans to expand it to the 364 days allowed in the final regulation and implement as much of the regulation as possible.
- Figuring out benefits, consumer protections, disclosures, benefits, complaint management, network adequacy, state mandates, etc.
- Will they be a group plan with a master policy or what structure will be used?
- Next Commissioner will have a say in what happens.
- They want input on what other states are doing and how it's being structured.
- A bill will be written and passed next session with an Emergency order, per our request. Bill will be run by OID.
- Association Health Plans
  - Small things to tweak on fully insured plans
  - MEWA structure on self-funded is in place and the solvency/reporting is working well with the ones currently in place.
  - Two big decisions OID needs to make decisions on:
    - Will OID allow Associations to include Sole-Proprietors, as the discretion of each AHP? We encouraged OID to allow this.
    - Will any changes be made via Rulemaking or Statute? There is good and bad with both vehicles.
- Future 1332 Waiver possibility – Dead per Mike Rhoads. Reinsurance Funding for the High Risk Pool has slim to no chance at happening from a Federal level.
- November OID Bill Review will not take place this year due to new Commissioner coming in. Keeping their Omnibus bill minimal until election is over and new Commissioner sworn in.
- NAIC Model Laws on a number of issues being considered
  - Network adequacy
  - Balance billing for emergency visits
  - Free Standing ER's not tied to hospitals problem
  - Any willing provider
- NCOIL Meeting in OKC early December 2018. They encouraged us to participate in these meetings. No decision made at this time.

### 3. Region 6 Call:

- Connie attended.
- Senate passed Opioid epidemic bill 98-1. President Trump has signed it.
- FAA authorization bill passed regarding air ambulance, federal or state. A council will over-see and deal with balance billing issues.
- There is a balance billing bill in the Senate that is being refined. It will deal with OON facility situations and getting the patient transferred into a network facility if possible. If they can't transfer the patient, wants in network costs to be charged or cap the OON cost. This is being explored by the Senate.
- Medicare for All and single payer campaigns being promoted for November elections. A major educational campaign to new legislators will be necessary and what it means if it was passed. Encouraged NAHU to create a white paper and simple educational materials to get Legislators attention.
- Marcy Buckner met with CMS at the White House on HSA's.

- STM Regulations: We requested a Resource page on this subject. STM's have been around for 25+ years, and mis-information is being spread that this is a "new" product. NAHU will work on it and cover all sides of the subject.
  - Minutes from the call have not been distributed by NAHU.
4. Call with Pam Mitroff at NAHU. She spoke with Marcy Buckner about this prior to our call.
    - Subject was ChamberBlue program and the request Leah-Anne Janway received from the State Chamber about the OKC Chapter hosting Emily Shipley from the State Chamber to advertise and promote their AHIP with Blue Cross.
    - Long discussion short between myself and Pam, Pam recommended State and Local Chapters look at their P&P's and By Laws to see if this allowed?
    - Alternate suggestions was to invite them to become a Corporate Sponsor and gain access to membership like all other Corporate Sponsors.
    - Each chapter could invite the State Chamber to give a CE course on AHP's that is generic and visit with members afterwards.
    - Basically if you charge everyone else access to our members via Corporate Sponsorship it is recommended each Chapter make it the same for everyone.
    - Otherwise, you risk losing existing Corporate Sponsors to get the same "free" advertising, and that affects the Chapters income and budget.
    - Tom has asked Andrea to work with both local chapters about this subject.
  5. Health Care Summit, put on by the Oklahoma State Chamber on October 10, 2018.
    - Connie Morgan Kitchen, Tom Tacheny, Andrea Blevins, Melissa Parchman and Jennifer Helms attended.
    - All day event with speakers and 3 breakout sessions in both the morning and afternoon. Information was great!
    - Gubernatorial Candidate Drew Edmondson had an exclusive conversation with Kayse Shrum, DO from OSU Center for Health Sciences.
  6. OSAHU joined the State Chamber of Oklahoma officially this week. Paid \$500 membership dues for the year.
    - There are 10 Policy Committees that can be attended by OSAHU members.
    - The three Karma Robinson felt may be appropriate for our members participation:
      - Health Care
      - Human Resource & Labor Law
      - Small Business & Manufacturing Coalition
  7. State Chamber of Oklahoma had their annual Health Care Policy Committee meeting today, October 24, 2018.
    - Connie Morgan Kitchen and Tom Tacheny attended
    - The current 14 2018 Legislative Initiatives were reviewed, debated and modified as approved. Several new recommendations were made and added to the existing list of 14.
    - The committee makes recommendations that go to the State Chamber Board for approval in December.

- Tom and Connie were active in the discussion and made a number of recommendations, and we learned a few new things as well. It was a lively exchange amongst the members and the industries represented.
  - Top issues Tom and I gave input on were about Insure OK and the need to modernize the benefits.
  - Opposition of State Mandates and the requirement for independent cost/benefit analysis.
- Afterwards, Emily Shipley thanked us for our input and said our participation was a refreshing addition to the committee.

### **What is next on our Agenda?**

1. State Chamber will be hosting a free Public Affairs Forum on December 4, 2018 at the National Cowboy & Western Heritage Museum from 10:30 – 1:30 pm.
  - Attend if you wish. No current commitment from OSAHU Leg Committee members.
2. Help OID with the follow up items from our meeting
3. Meet with House and Senate Insurance Committee Members in January or early February, and train them on what we do.
4. After the election in November, we will learn:
  - New Insurance Commissioner
  - New Governor
  - Nearly 50% of the legislators will be new
  - Who will chair the House and Senate Insurance Committee?
5. Get acquainted with the new Legislators through the State Chamber Meet & Greet in February.
6. Start reading the 2019 bills in mid-January
7. Session begins early February 2019.
  - With our limited resources we will work smart and pick the bills to promote or oppose.
8. NAHU Capital Conference, February 25-27, 2019 in Washington DC.
  - Register by November 28, 2018 and save \$100 off registration fee.
  - Connie Morgan Kitchen will attend from OSAHU.
  - Who else will be attending from Tulsa and OKC?

Our ongoing agenda is subject to change without notice! We invite members to join the local Legislative Committees and help grow our work together. This concludes my report.

#### **G. Media – Jeanean South**

- Jeanean was attending the “Top 50 Women of Today”. Congratulations Jeanean!

#### **H. Membership/Retention – Kelli Jones**

#### **New Members:**

- Sydney Overstake – Insurica
- Bruce South – New York Life

Sent Welcome Packets 11/7/18

**Expired Members:**

- Sent an email to expired members on 11/7/18

**Action Items for November and December:**

- November - Meeting with venues for February Broker Happy Hour
- Designing flyer for Broker Happy Hour
- Designing email for invitation to Broker Happy Hour

**Contests:**

- Triple Crown Contest for all board members. See attached flyer with contest information.

**I. Professional Development – Steve Lanier**

No January speaker / Delta Dental Presentation.

**J. Public Service – Theresa Wormington**

**Theresa Wormington- Public Service Chair**

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- Old Business  
Dues increase January 1, 2019
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- New Business
- ADJOURNMENT

Next Board Meeting **January 10th, 2019 @ 10:00** am at Quail Creek.

Motion to Adjourn Pat by Second by Theresa. All in favor. **ADJOURNED** at 10:37 am.

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